

## Message Text

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R 252111Z JUL 74

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TO AMEMBASSY LONDON

INFO AMEMBASSY PARIS

UNCLAS STATE 161890

E.O. 11652: N/A

TAGS: BEXP, AFIN, UK, FR

SUBJECT: GLOBAL MARKET RESEARCH: AIR/WATER PURIFICATION &  
POLLUTION CONTROL EQUIPMENT - UNITED KINGDOM AND FRANCE

REF: LONDON 8984; STATE A-4497: MATTOX/DAWSON TELCON 7/23/74

1. COMMERCE HERewith AUTHORIZES CONTRACT AWARDS AS FOLLOW:

(A) TO PLANNING RESEARCH SYSTEMS LTD. FOR SUBJECT RESEARCH  
IN THE UNITED KINGDOM ON BASIS OF PRICE AND EXPERIENCE. CONTRACT  
TO BE FIXED PRICE NOT TO EXCEED ONE THOUSAND SIX HUNDRED  
SEVENTY POUNDS STERLING OR APPROXIMATELY U.S. DOLLARS THREE  
THOUSAND NINE HUNDRED NINETY-FIVE. POST AUTHORIZED DOL 3,995.

(B) TO COOPERS & LYBRAND FOR SUBJECT RESEARCH IN FRANCE ON  
BASIS OF OVERALL PRESENTATION AND PROPOSED PROJECT STAFFING.  
CONTRACT TO BE FIXED PRICE NOT TO EXCEED TWO THOUSAND THREE  
HUNDRED THIRTY - FOUR POUNDS STERLING OR APPROXIMATELY U.S.

DOLLARS FIVE THOUSAND FIVE HUNDRED SEVENTY EIGHT AT THE  
RATE OF DOLLS 2.39 EQUALS ONE POUND. POST AUTHORIZED DOL  
5,578.

2. BOTH CONTRACTS TO BE CHARGED COMMERCE APPROPRIATION

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13X1250, ACCOUNTING CODE J/501/2709-00/13-12/253-01. CONFIRMING

BUDGET AUTHORIZATION FOLLOWS.

3. PACKAGES BACKGROUND INFORMATION FOR USE BY CONTRACTORS TO BE FORWARDED SOON.

4. CABLE DATES OF CONTRACTS AND FORWARD 3 COPIES EACH CONTRACT TO COMMERCE, ATTENTION OIM/PD/RCS-216.

5. FYI PLANNING RESEARCH SYSTEMS (PRS) PROPOSAL TWO STUDIES (E.G. U.K. AND FRANCE) EACH AT 1,500 POUNDS OR APPROXIMATELY DOLS 3,585 NOT CONSIDERED AS COMMERCE EXTREMELY DOUBTFUL THAT COMPLETELY SAFISFACTORY STUDIES OF TWO MAJOR MARKETS AGAINST SPECIFICATIONS ENCLOSED REPAIR COULD BE CONDUCTED FOR THIS AMOUNT AND NOT COMMERCE'S BEST INTERESTS THAT ANY CONTRACTOR HAVE COST OVERRUNS. PRS PRICE FOR SINGLE STUDY EVEN APPEARS LOW FOR WHAT IS REQUIRED. EMBASSY THEREFORE REQUESTED/CAREFULLY MONITOR PRS CONTRACT PERFORMANCE TO ENSURE COMPLETE REPORT WITHIN CONTRACT PERIOD AND SO AVOID SITUATION WHERE CONTRACTOR FACED WITH ADDED COSTS TO FURNISH REQUIRED DATA NOT INCLUDED IN ORIGINAL REPORT.

6. FOR PARIS MARKETING PROMOTION SERVICES PROPOSAL BEST OF 3 BIDS SUBMITTED FOR SUBJECT RESEARCH FRANCE BUT CONSIDERING NUMBER DEFICIENCIES 1973 MPS STUDY PHARMACEUTICAL EQUIPMENT ETC AND FACT SUBJECT RESEARCH NOT EASY TO CONDUCT, COMMERCE NOT CONFIDENT ABILITY MPS TO PRODUCE FULLY SAFISFACTORY POLLUTION CONTROL EQUIPMENT STUDY IN MAJOR MARKET AS FRANCE. HOWEVER, IF NO BIDS FOR STUDY BELGIUM MARKET RECEIVED FROM BELGIUM THEN COMMERCE MAY AUTHORIZE AWARD FOR SUBJECT RESEARCH IN BELGIUM TO MPS.  
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**TAGS:** BEXP, AFIN, UK, FR  
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**Type:** TE  
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